

Message Text

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51

ACTION NEA-16

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NSAE-00 RSC-01 DODE-00 L-03 SP-03 EUR-25 OMB-01

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P R 131320Z MAY 74

FM AMEXBASSY KUWAIT

TO SECSTATE WASHDC PRIORITY 9570

INFO USDOC WASHDC

AMEMBASSY ABU DHABI

AMEMBASSY JIDDA

AMEMBASSY TEHRAN

AMEMBASSY BEIRUT POUCH

UNCLAS KUWAIT 1900

BEIRUT FOR LEFEAVER AND DWOR

EO 11652: NA

TAGS: BMEP, BEXP, BTRA, KU

SUBJ: COAST GUARD DEMONSTRATION REQUESTED

SUMMARY: EMBASSY HAS BEEN REQUESTED INFORM DEPARTMENT ABOUT
DESIRE KUWAITI OFFICIAL OBSERVE COAST GUARD DEMONSTRATION OF
KIKORSKY S-61R HELICOPTER. UNDERSTAND DEPARTMENT APPROVAL
REQUIRED. EMBASSY RECOMMENDS FAVORABLY REPLY IN SUPPORT SIKORSKY
ATTEMPT OBTAIN POSSIBLE \$4 MILLION ORDER FROM GOK. END SUMMARY

1. EMBASSY HAS BEEN CONTACTED BY ALI ABDUL RAZZAK AL-SALEH,
KUWAIT DIRECTOR GENERAL FIRE AFFAIRS WHO INFORMS US HE PLANNING
TRIP TO US AND REQUESTS A HELICOPTER RESCUE DEMONSTRATION FROM
THE US COAST GUARD. AL-SALEH TRAVELLING TO US IN ORDER TO
STUDY TECHNIQUES FOR DEALING WITH FIRES AND OTHER EMERGENCIES
IN HIGH RISE BUILDINGS. AL-SALEH HAS OFFICIAL SPONSORSHIP HIS
GOVERNMENT FOR THIS TRIP. WHILE IN US AL-SALEH WILL ALSO MEET
WITH REPS FROM SIKORSKY HELICOPTER, A DIVISION OF UNITED
AIRCRAFT, REGARDING POSSIBLE PURCHASE OF THEIR S-61R HELICOPTER
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WHICH IS LARGE MODEL USED IN PATROLLING AS WELL AS VARIOUS TYPES

OF RESCUE OR SALVAGE OPERATIONS IN WHICH LARGE LOADS MUST BE REMOVED OR TRANSPORTED. WE UNDERSTAND ONE SUCH CRAFT REPRESENTS POTENTIAL SALE OF OVER \$3.5 MILLION.

2. AL-SALEH'S REQUEST HAS BEEN SUBSTANTIATED BY TELEX MESSAGES WE AND SIKORSKY'S LOCAL AGENT RECENTLY RECEIVED FROM SIKORSKY/UNITED PERSONNEL IN NEW YORK AND HARTFORD RESPECTIVELY. ONE TELEX RECEIVED FROM A MR EPIGLOTTIS IN NEW YORK IMPLIES HE HAS MADE SOME CONTACT WITH COAST GUARD ABOUT STAGING SUCH A DEMONSTRATION AT CAPE COD BASE AND INFORMS US STATE DEPARTMENT AUTHORIZATION NECESSARY FOR POSITIVE ACTION ON THE REQUEST. IT REQUESTS US TO HELP IN SECURING SUCH APPROVAL. A SECOND MESSAGE RECEIVED BY LOCAL AGENT FROM MR PLENEFISCH OF HARTFORD OFFICE OF UNITED AIRCRAFT ADVISES US MR IRWIN WHITE OF THE JAHN COMPANY WHO RECENTLY VISITED MR AL-SALEH IN KUWAIT HAD ALSO CONTACTED REAR ADMIRAL JAMES A PALMER, US COAST GUARD CHIEF OFFICER OF PUBLIC AND INTERNATIONAL AFFAIRS IN WASHINGTON ON AL-SALEH'S BEHALF AND WAS TOLD DEMO COULD BE ARRANGED IF KUWAIT GOVERNMENT WROTE TO US COAST GUARD INTERNATIONAL DESK.

3. AS THINGS NOW STAND, AL-SALEH WILL LEAVE KUWAIT ON MAY 15 AND AFTER STOP-OVER IN LONDON ARRIVE NEW YORK ON MAY 19 AND STAY AT PIERRE HOTEL. HE WILL MEET WITH REPS FROM ARCHITECTS COLLABORATIVE AND SKIDMORE, OWINGS, AND MERRILL WHO BOTH FAMILIAR WITH KUWAIT AND WILL ADVISE AL-SALEH ON FIRE HAZARDS ASSOCIATED WITH HIGH RISE BUILDINGS. REP FROM ARCHITECT'S COLLABORATIVE WILL ALSO ACCOMPANY AL-SALEH ON HIS VISITS TO HOUSTON, CHICAGO, AND LOS ANGELES WHERE HE WILL MEET WITH FIRE CHIEFS AND OTHER CITY/COUNTRY OFFICIALS. AL-SALEH WILL FINISH VISIT TO L.A. ON OR ABOUT MAY 26 AND WOULD BE AVAILABLE FOR DEMO ON MAY 27 OR 28. AFTER DEMO HE WILL HAVE FURTHER MEETINGS WITH SIKORSKY.

4. EMBASSY IS UNFAMILIAR WITH MECHANICS INVOLVED IN GAINING APPROVAL FOR SUCH A DEMONSTRATION AND WHETHER SUCH A DEMONSTRATION APPROPRIATE IN WHAT APPEARS TO BE BASICALLY A COMMERCIAL MATTER BETWEEN SIKORSKY AND THE GOK, ALTHOUGH AL-SALEH ALSO HAS LEGITIMATE REASONS TO BE INTERESTED IN VARIOUS HELICOPTER RESCUE TECHNIQUES NOT NECESSARILY RELATED TO THE S-61R. IF SUCH A REQUEST IS NOT IN CONTRAVENTION EXISTING POLICIES OR UNCLASSIFIED

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REGULATIONS WE ENDORSE IT AND REQUEST STATE TAKE NECESSARY STEPS TO ARRANGE THE DEMO. EMBASSY REGRETS SHORT-FUSE NATURE OF REQUEST, BUT AL-SALEH JUST RECEIVED HIS GOVERNMENT'S AUTHORIZATION FOR THE TRIP.

5. COMMENT: WE UNDERSTAND SIKORSKY HAS BEEN WORKING ON THIS SALE FOR ALMOST TWO YEARS AND FACES COMPETITION FROM BRITISH SEA KING MODEL. RECENTLY, TWO SIKORSKY REPS DON CONRAD AND

PLENEFISCH VISITED KUWAIT CONCERNING THIS SALE. WE TOLD KUWAIT
OR SAUDI ARABIA WILL LIKELY BE FIRST IN THIS AREA TO ACQUIRE
THIS PARTICULAR MODEL, WHICH COULD SERVE AS A SPUR TO ADDITIONAL
SALES IN THE GULF REGION.
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